



23rd Annual NASA/JPL High-Tech Conference

***Dana Jones
Jenifer Scoffield
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David Brock
David Grove***



March 1, 2011



**In English pubs, ale
is ordered by pints and quarts...
So in old England , when
customers got unruly,
the bartender would yell at them 'Mind
your pints and quarts, and settle down.'**

**It's where we get
the phrase 'mind your P's and Q's'**





**In Shakespeare's time,
mattresses were secured on bed frames by ropes.
When you pulled on the ropes,
the mattress tightened,
making the bed firmer to sleep on.**

Hence the phrase...'Goodnight , sleep tight'





**It was the accepted practice
in Babylon 4,000 years ago
that for a month after the wedding,
the bride's father would supply his son-in-law with
all the mead he could drink.
Mead is a honey beer and because
their calendar was lunar based,
this period was called the honey month,
which we know today as the honeymoon.**





Jenifer Scoffield
ATK Aerospace Systems
March 1, 2011



Initiating the right combination of players

➤ 1st Step

- **Internal Approval of Program**

Direct Management / Program Management / Contract Management = "Yes"

"YES"

➤ 2nd Step

- **Team Approach – Who?**

SBLO / Buyer / SCM Manager / Discussion and Suggestion = *
Lansmont *

Lansmont Corporation

➤ 3rd Step

- **Request to Lansmont**

Inform and Educate on the requirements of both sides of the team = GO!

GO!



Building the Initiatives of Efforts & Rewards

➤ 4th Step

- **Soliciting requests and ideas to inform and educate**

Lansmont / Program Management / Internal Capabilities =
Developmental Program

Developmental Program

➤ 5th Step

- **Milestone Commitment**

Buyer / Program Manager / Quality / PES / Business = 18
Month Schedule

18 Month Schedule

➤ 6rd Step

- **Paperwork and Submittal**

Sent to Marshall Space Flight Center for approval = Approval
Pending

Approval Pending





David Brock
Small Business Specialist
Marshall Space Flight Center



Pre MPA Submittal Phase

- SBLO discusses submittal with SBS
- SBS verifies that mentor is an approved mentor
- SBS verifies that mentor has an approved subcontracting plan
- SBS verifies that protégé is eligible



MPA Review Process

- Mentor submits MPA to SBs prior to deadline
- SBS reviews agreement for completeness and accuracy
- SBS assesses the technical and cost proposal for completeness and accuracy
- SBS reviews the proposed mentor's developmental assistance, both technical and business development
- SBS schedules meeting with COTR & CO to discuss agreement



MPA Review Process (Cont.)

- COTR prepares an endorsement letter that includes a statement that all cost to be incurred was relevant
- SBS prepares an endorsement letter
- SBS forwards Agreement along with endorsements to the NASA Office of Small Business programs
- Following NASA OSBP approval, CO modifies the contract to incorporate the clause found at NFS 1852.219-79



Post Award Responsibilities

- SBS ensures that mentor submits semiannual updates
- SBS verifies that agreement is where it should be
- SBS verifies that projected milestones are being met
- SBS verifies that cost incurred and credit received is at or around estimation
- SBS ensures that mentor and protégé are both satisfied





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***Dana N. Jones
Program Analyst
NASA Headquarters***

March 1, 2011



Steps to Participation

1. Establish initial eligibility
2. Identify a partner
3. Conduct a needs assessment of the Protégé
4. Develop the agreement
5. Submit agreement to the cognizant NASA Center
 - January 15, May 15, September 15
6. Agreement approval from NASA HQ
7. Agreement start upon contract modification
8. Comply with the Program reporting and review requirements



70/30 Split. Hours and dollar values associated with technical transfer should be approximately 70% of the proposed hours and cost; the remaining 30% of the proposed hours and cost may be related to business development tasks.

Milestone Chart. The technical proposal shall include a milestone chart (with soft dates) to track the proposed technical assistance to be provided. Metrics shall also be included to measure progress and completion of each of the major developmental tasks.



- Quality Management programs: ISO 9000 certification, SEI/CMM certification
- Logistics systems: supply chain management, transportation management
- Sensing and imagery
- Environmental remediation system design
- Hazardous material control
- Metal machining
- Lean Six Sigma
- Fiber optics systems design
- Network systems: design and engineering, implementation
- Information system design
- Tooling design and fabrication
- Product assembly techniques



Business Development (30%)

- Organizational planning management: strategic planning, business planning, legal / risk management, proposal development
- Business development / marketing / sales: market research, product forecasting, web-based marketing, e-commerce
- Human resource management
- Financial management
- Contract management
- Facilities and plant management: security, health and safety, OSHA standards
- Any other assistance designed to develop the capabilities of the Protégé under the developmental program



Milestone Chart





27 Approved Mentors

AECOM Technical Services, Inc.	Lockheed Martin Corporation
Assurance Technology Corporation (ATC)	Northrop Grumman Corporation
ATK Space Systems	Parsons Infrastructure & Technology Group, Inc.
Boeing	Pratt and Whitney Rocketdyne
Ball Aerospace & Technologies Corporation	Raytheon Information Solutions
Booz Allen Hamilton	SAIC
Coastal International Security, Inc.	
Computer Sciences Corporation	SGT, Inc.
Hamilton Sundstrand Systems, Inc.	TASC, Inc.
Honeywell Technology Solutions Inc.	Teledyne Brown Engineering
ITT Corporation, Systems Division	Tetra Tech NUS
Jacobs Technology, Inc.	Unisys Corporation
Jet Propulsion Laboratory	United Space Alliance
L-3 Enterprise Information Technology Solutions	Wyle Integrated Science and Engineering



11 Mentor Protégé Agreements

Mentor	Protégé / Socioeconomic Category	Center
Assurance Technology Corporation	Custom Manufacturing Services (WOSB)	GSFC
ATK	Lansmont Corporation (SDVOSB)	MSFC
Boeing	Creative Management Technologies, Inc (SDB,8(a))	KSC
Honeywell Technology Solutions, Inc.	Advocates in Manpower Management (VOSB, 8(a), SDB)	GFSC
Jacobs Technology-ESC Group	Aerodyne Indusutries, LLC (SDVOSB)	JSC
Jacobs Technology	Tuskegee University (HBCU/MI)	MSFC
Pratt & Whitney Rocketdyne	Avans Machine & Tool (HUBZone)	MSFC
SAIC	Oakwood University (HBCU/MI)	MSFC
SAIC	Earth Resources Technology (WOSB)	GSFC
SGT, Inc.	MCT, Inc (SDB, 8(a), WOSB)	AMES
TASC, Inc.	Azimuth, Inc. (SDVOSB)	GSFC



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NASA Mentor- Protégé Program

+ VISION & MISSION

+ AA'S BIO

- SMALL BUSINESS PROGRAMS

- NASA MENTOR-PROTÉGÉ
PROGRAM (MPP)

+ APPROVED MENTORS

+ PROGRAM UPDATE
STATUS

+ STEPS TO PARTICIPATION

+ POLICY

+ FAQs

+ DOWNLOADS

+ CONTACTS

+ ABOUT NASA CENTERS

NASA OFFICE OF SMALL BUSINESS PROGRAMS

Mentor-Protégé Program

Mentor-Protégé Program

The NASA Mentor-Protégé Program is designed to encourage NASA prime contractors to assist eligible Protégés in enhancing their capabilities to perform NASA contracts and subcontracts, foster the establishment of long-term business relationships between these entities and NASA prime contractors, and increase the overall number of these entities that receive NASA contract and subcontract awards.

For additional information about the M-P Program, please view the pages below.

- [Approved Mentors](#)
- [Program Update Status](#)
- [Steps to Participation](#)
- [Policy](#)
- [Frequently Asked Questions](#)
- [Downloads](#)
- [Contacts](#)



Mentor-Protégé Program GUIDEBOOK





Jenifer Scoffield
ATK Aerospace Systems
March 1, 2011



Mentor Protégé Signing

Invite Team Players that will make it a SUCCESS !

- Technology Transfer 75%
 - Quality Systems Training
 - Propulsion Enterprise System (PES) Training
 - Root Cause / Corrective Action Training
 - Configuration Management Training

- Business Infrastructure 25%
 - Marketing and Proposal Development



Semi Annual (6 month Reports) from Mentor

- **Goals of reports submitted to MSFC**
Completed our Milestones on time
Managed our allotted budget for training
- **Flexible to the training and goals established**
PES Training exceeded the original scope
Business Training was expanded at meeting discussion
- **Follow Up and Continue Relationship / Friends doing business with Friends**

The priority for each company is assuring sustained excellence for NASA





David Huntley
President
Lansmont Corporation



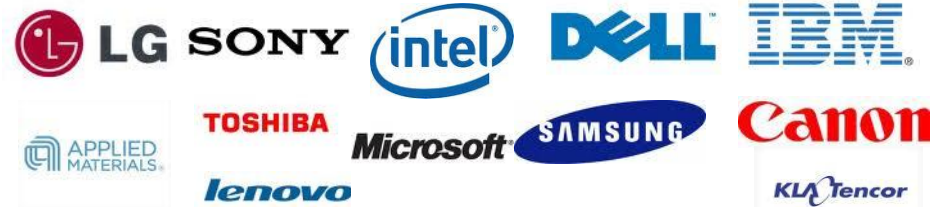
Lansmont designs and manufactures tools to measure shock, vibration, drop and other dynamics. We build test systems to reproduce those environments for the purposes of preventing damage, reducing costs, improving quality and regulatory compliance.

- Headquartered in Monterey, California
- Founded 1971
- Global Sales and Support
- Employee Owned Company (ESOP)
- Service Disabled Veteran Owned Business (SDVOSB)

Measure
TESTMonitor



Our Challenge – Small & Diverse





Benefits of Our Involvement

Operations:

- Direct access industry to experts
- Fortunate to have every employee involved
- A slight culture shift with more focus on quality
- We think differently. Issues are opportunities
- We're more flexible AND have tighter control
- Breaking ground on a new facility (Spring 2011)

Sales/Marketing:

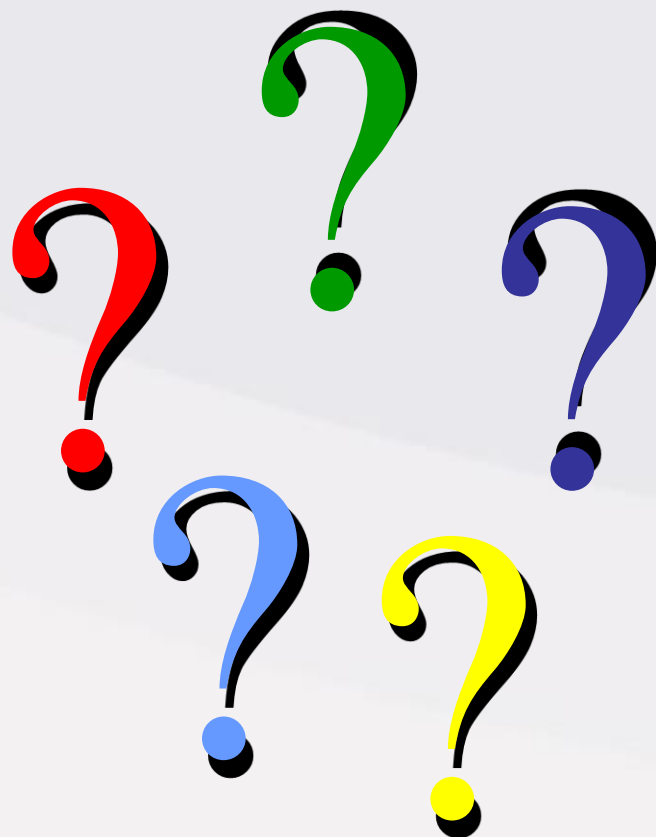
- Expanding contracting vehicles (GSA, SBIR, FedBizOps, Sole Source)
- Market based
- Improved quoting/tracking and order configuration process





Questions?

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Sombrero Galaxy - 28 million light years from Earth -
was voted best picture taken by the Hubble
telescope

